

Message Text

PAGE 01 LONDON 13788 261831Z

46

ACTION SS-30

INFO OCT-01 ISO-00 /031 W

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R 261822Z NOV 73

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 5832

INFO AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

S E C R E T LONDON 13788

EXDIS

E.O. 11652: GDS

TAGS: MASS, JO, TC

SUBJECT: APC'S FOR JORDAN

REF: AMMAN 6233; LONDON 13716

1. GENERAL KHAMMASH CALLED AT EMBASSY 23 NOV IN CONNECTION WITH TALKS ON MILITARY PROCUREMENT HE HAD HERE WITH ABU DHABI'S AMBASSADOR MEHDI TAJER. BURDEN OF KHAMMASH'S APPROACH WAS THAT TAJER HAD CONFIRMED TO HIM SHEIK ZAYID'S FINAL AGREEMENT TO FUND APC PURCHASE FROM US (ESTIMATED BY KHAMMASH TO TOTAL SOME \$4L MILLION,

INCLUDING SPARES AND AMMO). ACCORDING TO KHAMMASH, AMBASSADOR TAJER HAS FULL INSTRUCTIONS FROM ZAYID ON THE MATTER AND IS READY TO MEET WITH US REPRESENTATIVES HERE IN LONDON TO WORK OUT DETAILS. HE APPARENTLY HOPES FOR SOME SORT OF ARRANGEMENT WHEREBY LIBERAL (E.G. 20 PERCENT) DOWNPAYMENT CAN BE MADE, WITH 6-8 YEAR CREDIT FOR THE BALANCE OF THE TRANSACTION.

2. KHAMMASH SAID JORDAN'S PURCHASE OF APC'S AND ASSOCIATED ITEMS WAS NO LONGER A PROBLEM, SINCE AMMAN HAD "BET ON THE COME" AND, FORTUNATELY, HAD WON. HE APPEARS ANXIOUS TO SHIFT FINANCIAL LIABILITY FOR THE
SECRET

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PURCHASE TO ABU DHABI AS QUICKLY AS POSSIBLE, HOWEVER, AND URGED THAT WE DEAL EXPEDITIOUSLY WITH TAJER HERE. IF DEPARTMENT AND DOD WISH EMBASSY TO CLOSE WITH AMBASSADOR TAJER TO NEGOTIATE AN ARRANGEMENT, REQUEST

WE BE PROVIDED DATA ON CREDIT AVAILABILITY, DOWNPAYMENT REQUIREMENTS, REPAYMENT SCHEDULES, AND DELIVERY DATES; OTHERWISE, RECOMMEND MILITARY SALES TEAM COME TO LONDON FOR EARLY MEETING. WHETHER EMBASSY OR DOD CONDUCTS

NEGOTIATIONS, HOWEVER, DESIGNATION OF TAJER AS ZAYID'S REPRESENTATIVE ON THIS MATTER MAKES DISCUSSION FOR FINANCING APC PURCHASE EXTREMELY DIFFICULT AT ANY OTHER VENUE.

3. EMBOFFS ATTEMPTED WITHOUT SUCCESS TO DRAW OUT KHAMMASH ON JORDAN'S PURCHASES FROM BRITISH. HE SPOKE OF VERY SMALL DEAL (ABOUT \$2.5 MILLION) FOR RADAR EQUIPMENT, ETC., FROM BRITISH.

ANNENBERG

SECRET

<< END OF DOCUMENT >>

Message Attributes

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